

MARKETING MAIL AND PERIODICALS DESTINATION ENTRY COST MODELS

I. PREFACE

A. Purpose and Content

USPS-FY20-13 documents the destination entry cost avoidance estimates for Marketing Mail and Periodicals.

B. Predecessor Document

The predecessor document for Marketing Mail was presented in Docket No. ACR2019, USPS-FY19-13.

The predecessor document for Periodicals was presented in Docket No. ACR2019, USPS-FY19-13.

C. Corresponding Non-Public or Public Document

There is no non-public document that corresponds to USPS-FY20-13.

D. Methodology

The USPS Marketing Mail destination entry cost model relies on the same methodology presented in Docket No. ACR2019, USPS-FY19-13. The Periodicals destination entry cost model also relies on the same methodology presented in Docket No. ACR2019, USPS-FY19-13.

E. Inputs / Outputs

The USPS Marketing Mail destination entry cost avoidance estimates are calculated using the following inputs:

<u>Input Source</u>	<u>Input Description</u>
USPS-FY20-1	Marketing Mail total pieces and pounds
USPS-FY20-7	Volume variability factors Premium pay factors Other mail processing wage rate Overhead factors
USPS-FY20-12	Productivity data USPS Marketing Mail parcel mail entry profile

USPS-FY20-14	Entry profile data by facility / container type Pieces per sack, tray, and pallet
USPS-FY20-24	Cost segment 8 piggyback factor
USPS-FY20-25	Operations specific piggyback factors
USPS-FY20-32	Cost segment 8 and 14 data
2020 RPW	Basic Carrier Route pieces and pounds by shape
Docket No. R2000-1, USPS-T-27	Transportation adjustment factor
Docket No. R97-1, USPS-LR-H-105	Sacks per pallet Trays per pallet
Docket No. R97-1, USPS-LR-H-111	Flow path proportions
Docket No. R97-1, USPS-LR-H-195	Sacks per pallet Trays per pallet
Docket No. MC95-1, Exhibit USPS-T-9B	Flow paths

The Marketing Mail destination entry cost avoidance outputs are relied upon to develop the discounts and passthrough values contained in USPS-FY20-3. Some of the transportation cost per pound estimates are also relied upon to estimate the Bulk Parcel Return Service (BPRS) costs in USPS-FY20-16. In addition, the Marketing Mail cost estimates are used to develop the cost estimates contained in USPS-FY20-18.

The Periodicals destination entry cost avoidance estimates are calculated using the following inputs:

<u>Input Source</u>	<u>Input Description</u>
USPS-FY20-1	Periodicals pieces per pound
USPS-FY20-7	Volume variability factors Premium pay factors Other mail processing wage rate
USPS-FY20-14	Pieces per sack and pallet Percentages in sacks and on pallets

USPS-FY20-23	MODS productivity data
USPS-FY20-25	Operations specific piggyback factors
Docket No. R2006-1, USPS-T-25, page 7	Volume percentage bypassing DADC
Docket No. R97-1, USPS-LR-H-111	Productivity data Container conversion factors Flow percentages
Docket No. R97-1, USPS-LR-H-132	Productivity data
Docket No. MC95-1, Exhibit USPS-T-11U	SCF mechanization percentage
Docket No. R94-1, Tr. 8/4006	NDC realization factor
Docket No. R90-1, Exhibit USPS-T-12B	Volume percentage flowing from NDC to SCF Volume percentage flowing from NDC to DU

The Periodicals cost avoidance outputs are relied upon to develop the discounts and passthrough values contained in USPS-FY20-3.

II. ORGANIZATION

The Marketing Mail transportation and non-transportation cost avoidance estimates by shape are presented in the Microsoft Excel workbook 'USPS-FY20-13.MKTG.xlsx' in the spreadsheet tab entitled 'Summary' (page 1). Data sources are referenced in each spreadsheet throughout the workbook. The results are also reported in Table 1 below.

**Table 1:
Marketing Mail Destination Entry Cost Avoidance Estimates**

Cost Element	Letter Cost Per Piece	Flat Cost Per Piece	Parcel Cost Per Piece	Total Cost Per Piece
Transportation				
DDU	\$0.0281	\$0.0866	\$0.5036	\$0.0455
DSCF	\$0.0258	\$0.0765	\$0.4673	\$0.0409
DNDC	\$0.0235	\$0.0703	\$0.3605	\$0.0374
Non-Transportation				
DDU	\$0.0022	\$0.0021	\$0.0157	\$0.0022
DSCF	\$0.0016	\$0.0011	\$0.0050	\$0.0014
DNDC	\$0.0002	\$0.0006	\$0.0026	\$0.0003
Total				
DDU	\$0.0303	\$0.0887	\$0.5193	\$0.0477
DSCF	\$0.0274	\$0.0776	\$0.4723	\$0.0424
DNDC	\$0.0237	\$0.0708	\$0.3631	\$0.0377

The Periodicals non-transportation cost avoidance estimates are presented in the Microsoft Excel workbook 'USPS-FY20-13.PER.xlsx' in the spreadsheet tab entitled 'Summary' (page 1). Data sources are referenced in each spreadsheet throughout the workbook. The results are also reported in Table 2 below.

**Table 2:
Periodicals Destination Entry Cost Avoidance Estimates**

Cost Element	Cost Per Piece
Non-Transportation	
DADC	\$0.0027
DSCF	\$0.0109
DDU	\$0.0225